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AGRICULTURAL COOPERATION

LEGAL, ECONOMIC, AND ORGANIZATION INFORMATION COLLECTED BY THE BUREAU OF AGRICULTURAL ECONOMICS,
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DAIRY-MARKETING ASSOCIATIONS ARE LONG LIVED

Reports from 1,399 farmers' associations marketing dairy products, recently tabulated by the United States Department of Agriculture, indicate that 83.9% of the associations have been in business for five years or more, that 53.2% have been in business for ten years or more, and that 19.9% have been in business for twenty-five years or more. Four of the associations reporting have been in business for fifty years or more, and one association for sixty years. The number of associations operating for the different lengths of time and the percentage which these numbers are of 906, the number of associations giving information regarding dates of organization, are shown below:

| Years in Operation | : | Number of Associations | : | Per Cent of Total |
|--------------------|---|------------------------|---|-------------------|
| : | : | 906 | : | 100.0 |
| 1 or more | : | 761 | : | 83.9 |
| 5 or more | : | 538 | : | 53.2 |
| 10 or more | : | 378 | : | 41.7 |
| 20 or more | : | 270 | : | 29.7 |
| 25 or more | : | 181 | : | 19.9 |
| 30 or more | : | 81 | : | 8.9 |
| 35 or more | : | 19 | : | 2.1 |
| 40 or more | : | 7 | : | 0.8 |
| 50 or more | : | 4 | : | 0.4 |
| 60 or more | : | 1 | : | 0.1 |

The 1,399 associations reporting are located in 38 of the 48 States, however, over 80% are in the 12 North Central States, Ohio, Indiana, Illinois, Michigan, Wisconsin, Minnesota, Iowa, Missouri, North Dakota, South Dakota, Nebraska, and Kansas. Of the 1,399 associations reporting, 1,038, or 74.2%, make and sell butter; 310, 22.2%, make and sell cheese; 123, 8.8% sell fluid milk; and 349, 24.9%, do collective buying.

The geographical distribution of the 1,399 associations, by groups of States, is as indicated below:

| Geographic Division | : | Number of Associations | : | Per Cent of Total |
|---------------------|---|------------------------|---|-------------------|
| West North Central | : | 635 | : | 45.4 |
| East North Central | : | 493 | : | 35.2 |
| Middle Atlantic | : | 92 | : | 6.6 |
| New England | : | 55 | : | 3.9 |
| Pacific | : | 51 | : | 3.7 |
| Mountain | : | 28 | : | 2.0 |
| East South Central | : | 26 | : | 1.9 |
| South Atlantic | : | 15 | : | .9 |
| West South Central | : | 6 | : | .4 |
| Total | : | 1,399 | : | 100.0 |

The reports show that 91.8% of the associations are incorporated, that 85.3% have capital stock, that in the case of 47.9% the membership is made up of producers only, that 53.7% pay dividends on capital stock, that 65.5% pay patronage dividends, that 93.1% consider themselves cooperative, that 89.7% do business for nonmembers, that 7.6% have contracts with the producers, and 10.2% have contracts with buyers of their products.

The percentages in the several geographic divisions of the dairy associations composed entirely of producers, those doing business for nonmembers, and those having marketing contracts with members, are given below:

| Geographic Division | : Assns. Having only Producers | : Assns. Doing Business for Nonmembers | : Assns. Having Contracts with Members |
|---------------------|-----------------------------------|--|--|
| | (%) | (%) | (%) |
| New England | 26.9 | 77.7 | 19.2 |
| Middle Atlantic | 54.6 | 73.4 | 34.0 |
| East North Central | 47.1 | 89.2 | 5.1 |
| West North Central | 48.3 | 94.4 | 2.1 |
| South Atlantic | 54.5 | 83.3 | 33.3 |
| East South Central | 65.2 | 91.6 | 16.6 |
| West South Central | 50.0 | 100.0 | 0.0 |
| Mountain | 41.6 | 92.3 | 15.4 |
| Pacific | 66.6 | 79.1 | 39.1 |

Seven hundred ninety-five associations gave information regarding their present membership. The total membership for the associations reporting is 112,846. This is an average of nearly 142 members to an association, or 59 more than the average for creameries and cheese factories in 1915 when a survey of all the cooperative associations in the United States was made by the Federal Department of Agriculture. The new figure indicates an increase of 71% in the average size of dairy marketing organizations since 1915. The 1923 membership figures given above do not include the figures for several of the big milk-

marketing associations, each of which is operating over several States. As associations of this type did not exist in 1915 it would destroy the value of the figures for comparative purposes to use data from these inter-State associations.

The percentage of associations in the several geographic divisions engaged in collective buying is as follows:

| Geographic Divisions | : | Percentage of Associations Doing Collective Buying |
|----------------------|---|---|
| New England | : | 27.3 |
| Middle Atlantic | : | 20.6 |
| East North Central | : | 19.3 |
| West North Central | : | 26.9 |
| South Atlantic | : | 46.1 |
| East South Central | : | 59.2 |
| West South Central | : | 16.6 |
| Mountain | : | 25.0 |
| Pacific | : | 37.3 |

Among the goods bought collectively, containers come first, feeds second, fuel third, and hardware fourth. The percentage of the associations reporting buying the different lines of goods is as follows:

| Line of Goods | : | Percentage of Associations Buying |
|--------------------------|---|--------------------------------------|
| Containers | : | 26.6 |
| Feeds | : | 26.0 |
| Fuel | : | 17.4 |
| Hardware | : | 10.6 |
| Implements and Machinery | : | 5.0 |
| Fertilizers | : | 3.0 |
| Seeds | : | 2.9 |
| General Merchandise | : | 2.5 |
| Building Material | : | 1.7 |
| Spraying Material | : | 1.4 |
| Fencing | : | 1.3 |

In the case of 134 associations, statements are available relative to the amount of business, as measured in dollars, done in 1913 and in 1922. The increase for the nine years was from \$9,096,000 to \$19,546,000, an increase of 114.9%.

Reports from 332 associations regarding the amount of business done in 1913 give the average per association as \$57,159. The average for 337 associations in 1914 was \$50,676; for 160 associations in 1916, \$70,631; and for 698 associations in 1922, \$147,654.

OVER ELEVEN THOUSAND MILK PRODUCERS IN COOPERATIVE COMPANY

Milk to the value of \$7,450,012 was sold by the 11,000 members of the Dairymen's Cooperative Sales Company, Youngstown, Ohio, during the year ending April 30, 1923, according to a recently issued report. The total quantity of milk sold amounted to over 311,700,000 pounds. Fifty-one per cent of the product was sold as fluid milk; 43.7 per cent was sold for sweet cream purposes; and 2.6 per cent for the manufacture of butter. The average prices at which the milk was sold to the buyers ranged from \$2.19 per cwt., on the basis of 3.5 milk at country points, to \$3.03 per cwt. for milk f. o. b. Pittsburgh.

The Dairymen's Cooperative Sales Company is a capital-stock, collective-bargaining organization representing 106 milk producers' locals in eastern Ohio, northern West Virginia, and western Pennsylvania. Its stockholders on April 30, 1923, numbered 11,178, and the amount of capital stock outstanding on that date was \$30,627.75. The net cost of operating the company for the year 1922-23 was \$22,351 as against \$23,095 for the 1921-22 year.

The function of the company is to represent producers in negotiations with dealers in territory covered by the company, particularly in the cities of Pittsburgh, Pa., Wheeling, W. Va., and Youngstown, East Liverpool and Ashtabula, Ohio. Prices for the different grades of milk delivered at designated points are determined in conference with the dealers. Producers are under contract with the company to sell to the dealers designated and dealers are under contract with the company to buy their supplies of milk from the members of the company, also to furnish to the company information regarding amount of milk purchased, prices paid, etc.

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TOBACCO GROWERS TO BE SHOWN BEST METHODS OF HANDLING CROP

The South Carolina Tobacco Growers' Association is planning a campaign to demonstrate to members how improved methods of handling, sorting and bundling the crop will increase the value of the product and also the profits for growers. Two expert handlers of tobacco will demonstrate the best possible manner of grading, tying and bundling tobacco for market at meetings to be held in every important tobacco-growing county of the State during the second week of July.

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COOPERATIVE ASSOCIATION SELLS FIRST NEW WHEAT

The first wheat sold on the Kansas City market from the 1923 crop was sold by the Oklahoma Wheat Growers' Association, Enid, Okla., according to an announcement from the publicity department of that association. The wheat was of sample grade and brought \$1.04 on the auction market. It was grown by A. C. Potts, of Granfield, Tillman County.

AGRICULTURAL COOPERATION TAUGHT IN AMERICAN COLLEGES

Special courses in cooperation are being given in 19 out of 77 colleges and universities in the United States which replied to a questionnaire recently sent out by the Bureau of Agricultural Economics, of the United States Department of Agriculture. Replies were received from 27 agricultural colleges, 36 State universities, and 14 endowed universities and colleges. Of the 19 institutions teaching cooperation, 11 were agricultural colleges and 8 were State universities. None of the 14 endowed schools offered a special course in co-operation, although 10 reported that the subject was taught in other courses.

The total number of courses in cooperation offered is 23; four institutions giving two courses each. Eight institutions offer courses entitled "Cooperation in Agriculture," two offer "Cooperative Marketing," two give courses entitled "Principles of Cooperation," and three give courses in accounting for cooperatives. A total of 724 students, taking courses devoted exclusively to cooperation, was reported by 16 colleges.

Ten courses were analyzed in accordance with the amount of time devoted to various phases of cooperation. An arbitrary division of the subject was made, and courses devoted to a single phase, such as cooperative accounting, were omitted. The table which follows indicates in a general way where emphasis is placed in general courses in cooperation offered by the colleges.

| | Per Cent of Time Devoted to Each Division | | |
|--------------------------|---|--------|---------|
| | Highest | Lowest | Average |
| Cooperative Theory | : 36.0 | : 0.0 | : 16.4 |
| Cooperative Organization | : 70.0 | : 1.0 | : 21.0 |
| Cooperative Legislation | : 16.6 | : 6.0 | : 11.1 |
| Cooperative Accounting | : 25.0 | : 0.0 | : 6.8 |
| Cooperative Management | : 55.0 | : 0.0 | : 13.4 |
| Cooperative Marketing | : 40.0 | : 0.0 | : 16.0 |
| Cooperative Purchasing | : 15.0 | : 0.0 | : 4.6 |
| Cooperative Credit | : 33.3 | : 0.0 | : 8.4 |
| | : | : | : |

In addition, 59 institutions reported that more or less time was devoted to cooperation in other courses, mainly general economics, agricultural economics, marketing or farm management. The total time devoted to cooperation in these courses averaged a little over 19 recitation and lecture hours in 30 colleges which replied to this question. Only 9 out of the 77 institutions reported that they gave no instruction in cooperation.

WALNUT GROWERS RECEIVE OVER HALF OF CONSUMERS' DOLLAR

Growers of "Diamond" walnuts receive 55.6% of the consumer's dollar, according to the general manager of the California Walnut Growers' Association, Los Angeles, Calif., whose annual report for the crop season of 1922 has just been issued. The remainder of the dollar goes to pay expenses as follows: Retailer, 26.3 cents; wholesaler, 7.3 cents; freight, 4.8 cents; marketing, 3.3 cents; packing 2.7 cents.

The California Walnut Growers' Association is the marketing agency for 39 local walnut growers' associations. It was organized in 1912, since which time the tonnage of walnuts distributed by the association has increased fourfold and the average price received by the grower has doubled. The 1922 crop was sold for a little more than ten million dollars, over nine million of which was paid for unshelled walnuts. The cost of marketing the unshelled nuts was 5-1/2% of the opening price value. The factors making up the selling expense were: Advertising, which amounted to nearly half the total expense; cash discount; brokerage paid to resident sales representatives; salaries; interest; rent; field work; shrinkage; etc. The last five items constituted less than one-seventh of the total marketing expense.

In the opinion of the general manager, the growers because of the well-organized management received "at least one cent a pound more than would have been returned to them under ordinary management and organization." This one cent on the 1922 crop amounted in round figures to \$400,000.

Originally it was the policy of the advertising department to stress the value of walnuts in order to increase consumption of this commodity, but the plan followed in marketing the 1922 crop was that of creating a preference for Diamond walnuts. In the opinion of the general manager, "The half cent per pound appropriated in recent years for advertising purposes has been a big factor in enabling the sales department to move quickly into consumption almost the entire season's crop during the fall months, and this added demand has made possible prices easily two cents per pound higher on the average than could have been obtained without advertising."

It is the policy of the sales department to sell the entire output each season and to avoid carryovers from one season to another. It is believed by the management that the grower "is financially better off by taking a reasonable price for his product and selling it while the demand exists than by forcing his commodity on the market over a long period of time at possibly a higher price but with a much higher expense of selling and distribution." It is also the aim of the selling department to secure as even a per capita distribution over the entire country as is practical.

Three affiliated corporations are conducted in connection with the association: the Walnut Growers' Company, which owns the large office building in Los Angeles occupied by the association; the Walnut Growers' Warehouse Company, which is operated as a public utility; and the Walnut Growers' Spray Manufacturing Company, which manufactures spray and makes charcoal from walnut shells.

PLANS DEVELOPED FOR MARKETING MINNESOTA POTATOES

As a step toward the reorganization of the existing Minnesota Potato Exchange as the Minnesota Potato Growers' Exchange, a general State organization committee has been formed with headquarters at St. Paul, Minn. The chairman of this committee is J. A. Monson of Braham, Minn., the secretary is A. H. Dunton, general manager of the existing exchange, and the organization manager is S. G. Rubinow. A general plan for county associations and the proposed State exchange has been drafted.

Organization and marketing agreements have been prepared for the signatures of potato growers. The organization agreement provides for a county association made up of potato growers and the landlords of potato growers. This agreement becomes effective if growers representing one-half of the acreage of potatoes grown for commercial purposes in Minnesota in 1922 shall have been signed by March 1, 1924. An entrance or organization fee of five dollars is payable upon signing the agreement, this fee being payable to the State organization committee for use in meeting the expenses of organization, printing, publicity, and the like.

The county association is to be a nonprofit association without capital stock. Each member is to have one vote. It is proposed that the association shall confine itself to the problems connected with the marketing of potatoes and potato products for its members. The management is to rest with a board of five directors elected annually, which board may select three of its members to act as an executive committee to conduct the business.

The association is to have power, subject to the veto of a majority of the membership, to cause the formation of a warehousing corporation with common and preferred stock, and to contract with such corporation for the rendering of certain services.

As soon as five county associations have been formed they must unite in creating a central agency for coordinating the activities of all, and, as additional associations are formed, each must join this central agency which is to be known as the Minnesota Potato Growers' Exchange.

The exchange is not to act for itself but only as the agent of the association. The governing board of the exchange is to be made up of one representative from each association, with an additional representative for every 500 members or major fraction of that number. If the exchange is incorporated the associations shall constitute the membership. The governing board of the exchange may provide for a committee of five to conduct the business.

The exchange is to be vested with power to form warehousing and other corporations with common and preferred stock and to contract with such corporations to serve the exchange and the associations.

A marketing agreement which is signed by the potato grower in connection with the organization agreement, provides that the grower shall sell and the association shall buy all of the potatoes produced or acquired by the grower during the five years 1924-1925, except such

as may be reserved for seed, family use, or for sale at retail locally. The association is given power to grade the potatoes delivered to it, to pool them, to borrow money on them, and to resell them. Two pool periods are to be provided, one for the potatoes delivered prior to August 15, and a second for those delivered after August 15.

The association agrees to pay to the grower the resale price of the potatoes less the costs of maintaining the association, the costs of handling, and a sum for reserves not exceeding 2% of the gross resale price.

In case of breach of contract the grower agrees to pay liquidated damages to the amount of 20% of the current market value of the potatoes; he also agrees to pay all court costs arising out of any litigation based on a breach of contract.

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RUSSIAN GRAIN TRADE AND COOPERATION

A plan contemplated by Russia for marketing its grain in foreign countries is described briefly by L. Krassin, Commissary of Trade in the Deutsche Allgemeine Zeitung, of Berlin, under date of June 3, 1923. Krassin declares that Soviet Russia, at the present moment, can not hope to attract outside capital to any project it may desire to promote, and that its own resources are limited. Russia, then, must rely solely upon itself in the face of such a difficult problem as grain export, to which, in a sense, it stands committed. The solution that is proposed consists in the joining of the forces of cooperation, the State, and private organizations. Prominent among the cooperative central unions are the "Centrosoyus," the "Selskoyus," and the Ukrainian "Vukopspilka." Krassin, who is the responsible spokesman of the government, has outlined its views on this subject, which, in substance, are that it will be necessary to consolidate all exporting agencies into a single national joint-stock organization, which by virtue of its magnitude and its influence may ultimately appeal to foreign investors, and so attract the necessary capital for the erection of elevators and other export facilities at seaport.

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CONNECTICUT POULTRY MEN SELL EGGS UNDER OWN BRAND

Poultrymen of Connecticut have organized an association known as the Eastern Connecticut Poultry Producers, Inc., and are marketing fresh eggs under their own "New England Maid" brand through the 137 Mayflower stores in and around Providence, R. I. The label designed for the use of the association shows a girl in Puritan costume offering a carton of eggs. A. N. Scarles, Pomfret Center, Conn., is president of the association, and E. J. Locke, Providence, R. I., is sales agent.

NEW STATE-WIDE WHEAT MARKETING ASSOCIATION

Over 700 Kansas farmers have already signed the agreement of the Farmers' Union Cooperative Wheat Marketing Association, a recently formed state-wide marketing organization. This association, which was incorporated in February of this year under the Kansas cooperative law of 1921, is a noncapital stock, nonprofit organization, composed of Kansas wheat growers who are members in good standing of the Farmers' Educational and Cooperative Union of America.

The purpose of the organization is to market the grain of its members in an orderly manner throughout the twelve months of the year, returning to members the average pool prices, based on quality of wheat, less the charges incurred in marketing. A business office has been opened in Kansas City, Mo., and 105 loading stations at which grain can be delivered have been named. Provisions are being made for advancing to growers, on delivery of wheat, 70% of the market value at delivery point. Actual marketing will begin with the wheat crop of 1923.

Only members of the Farmers' Union are eligible to membership in the new association. Each member signs a marketing agreement whereby he agrees to sell his wheat to the association for the seven years, 1923 to 1929, inclusive. Liquidated damages are placed at 25¢ a bushel.

The by-laws of the association provide for a board of directors consisting of 25 members elected by the membership. Fifteen of the directors are to be selected by the membership grouped in districts, and ten directors are to be nominated by the State Board of the Farmer's Union. A membership fee of \$3 will provide funds for organization purposes and for soliciting additional members. Voting by proxy is permitted. Provision is being made for five pools, one yearly pool and four quarterly pools. Members may indicate in which pool they desire to have their wheat included, except that no one of the quarterly pools may contain more than one-fourth of the total quantity of wheat marketed.

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, THIRTY COOPERATIVE WOOL SALES HELD IN TENNESSEE

Farmers of 32 Tennessee counties have held 30 cooperative wool sales this season, pooling a total of 235,000 pounds of wool, compared with 136,000 pounds in 16 sales in 1922, and 133,000 pounds in 12 sales in 1921. The highest price received was 52-3/8 cents for clear wool in the pool at Hartsville. From this the prices ranged down to as low as 27 cents for burry wool. Average prices for clear wool for the three years have been as follows: 1921, 19 cents; 1922, 40 cents; 1923, 50 cents. The largest pool, 40,000 pounds, was in Bedford County, and the clear wool sold for 52 cents. Lincoln County, which pooled 8,000 pounds last year, had 24,000 pounds and received 51-1/2 cents for clear wool. Williamson County, pooling for the first time, consigned 11,000 pounds.

LESPEDIZA GROWERS PLEASED WITH TWO YEARS' WORK

One of the first large cooperative enterprises in Louisiana was the Lespedeza Seed Growers' Cooperative Association, Baton Rouge, La., organized in 1921 by the lespedeza growers of four parishes to market their seed and hay. As this crop is not well known, an extensive publicity campaign was deemed essential the first year and was carried on with the aid of the State University. This resulted in sales of 20,000 bushels of seed in 25 States, the Philippine Islands and South America. Twelve hundred and fifty orders were filled and after the association had sold out, orders for 1,000 bushels more were turned over to independent growers who were carrying over a large portion of their crop.

As a survey indicated that the 1922-23 crop was short, the association made no effort to sell any seed until January 1, 1923. Independent growers who rushed their seed to market early received an average of about \$2.75 a bushel, while the gross sale price received by the association was \$4.54, and the net average price was \$4.31. Advances of \$1 a bushel were made to members upon delivery at the warehouses, and by March the advances had amounted to \$5.75 a bushel. Not a single member is reported as having broken his contract.

The lespedeza growers of Mississippi have recently organized and it is probable that the two associations will cooperate and sell their seed through one office, or at least cooperate in the matter of advertising and publicity. Louisiana and Mississippi are the principal States in which lespedeza seed is grown commercially, the two States producing over 90% of the total commercial crop of the country.

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COLORADO FRUIT GROWERS HAVE COOPERATED MANY YEARS

Business conducted the past two years by the Loveland Fruit Growers' Association, Loveland, Colo., is reported by the manager as \$9,463 in 1921, and \$9,379 in 1922, as compared with \$16,728 in 1914. Several years of short crops resulted in a greatly reduced acreage of fruit. Red raspberries are the main crop handled. Cherries, gooseberries, blackberries and currants are also shipped.

This association was organized in 1893 and incorporated in January of 1907. Originally it had 162 stockholders but the number is now less than 25. Capital stock is \$5,000 in one-dollar shares, of which 315 have been issued. The association has no contracts with members, and handles fruit for nonmembers also. The manager works on a commission basis and takes care of the expenses, paying growers a net sum for fruit shipped.

STEADY INCREASE IN MEMBERSHIP OF PETALUMA CREAMERY

The membership of the Petaluma Cooperative Creamery, Petaluma, Calif., has increased eleven fold since 1913, according to a report issued in May. The number of members for each year is given as follows:

| <u>Year</u> | <u>Members</u> | <u>Year</u> | <u>Members</u> |
|-------------|----------------|-------------|----------------|
| 1913 | 33 | 1913 | 156 |
| 1914 | 53 | 1919 | 182 |
| 1915 | 75 | 1920 | 300 |
| 1916 | 98 | 1921 | 360 |
| 1917 | 121 | 1922 | 375 |

A comparative report for the month of April, 1922, and April, 1923, shows the following figures:

| | <u>1923</u> | <u>1922</u> |
|---|-------------|-------------|
| Butter manufactured (Pounds) | 383,300 | 356,794 |
| Average San Francisco quotation (Cents) | 44.60 | 35.08 |
| Average paid for butter fat (Cents) | 47.64 | 37.45 |
| Number of stockholders | 402 | 383 |

During the year ending June 30, 1922, the amount of business transacted by this creamery was \$1,130,000, while in 1921 it was \$1,090,000.

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PERIQUE TOBACCO GROWERS CONTROL NINETY PER CENT OF CROP

Organized in March, 1923, the Louisiana Farm Bureau Perique Tobacco Cooperative Association at once began operations by pooling the tobacco remaining unsold from the 1922 crop, amounting to about 115,000 pounds. Of this about 40,000 pounds has been sold to foreign markets at 65¢ a pound for monthly deliveries until the 1923 crop is cured and marketable.

Production of perique tobacco is limited almost exclusively to St. James Parish, Louisiana, the annual crop being approximately 400,000 pounds. An association known as the St. James Perique Tobacco Association was formed about nine years ago and accomplished much for its members but was defunct some time before the present association was organized.

The president of the association states that about three years ago prices went up to 75¢ a pound, a few growers receiving 90¢, the next year 60¢ was the best offer received, and last year dealers offered only 45¢. Induced by this downward tendency of prices, the association was formed in March, 1923, by sixty-six perique tobacco growers, controlling about 90% of the total crop. The company has warehouse facilities and employs a licensed warehouseman.

INDIVIDUAL FARMERS MAY NOW JOIN CENTRAL LIVE STOCK COOPERATIVE

An important change in the by-laws of the Central Cooperative Commission Association, St. Paul, Minn., was made at a special meeting of the stockholders on June 27. An amendment was adopted providing for the issuance of \$50,000 preferred stock in shares of one dollar each, for the purpose of making it possible for the individual farmer who is not a member of a shipping association to become a member of the central association and to receive the patronage dividends paid by the central association. The change was made especially to accommodate the farmers who are located near enough to the market to deliver a large part of their live stock by truck. This preferred stock carries no voting privilege.

The weekly reports of the association show that during the three last weeks of June of all live stock sold on the South St. Paul market the percentage handled by the Central Cooperative Commission Association increased from 32% to 34%. The six months, January to June, 1923, as compared with the same period in 1922, showed an increase in the percentage of total business at the stockyards handled by the association as noted below:

| | : Total Cars : Handled by | : Per Cent |
|-----------------------|----------------------------|------------|
| | : Received : Central Coop. | : of Total |
| | : : Association | : |
| January to June, 1922 | : 28,435 : 7,169 | : 25.2 |
| January to June, 1923 | : 31,664 : 9,684 | : 30.5 |

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HIGH QUALITY WATERMELONS REPORTED BRINGING HIGH PRICES

The sales manager of the Southwest Georgia Watermelon Growers' Association, Adel, Ga., reports the close of a pool through which the growers received a net cash average of \$832.50 a car for melons averaging thirty pounds each. These melons were marketed bearing the "Sowega Label" of the association.

This association established a reputation for its labelled melons in 1921 and 1922, by shipping only high-grade melons of uniform size, and this year it is unable to fill its orders. Inspectors are stationed at the car doors and will accept only melons which are sound, free from defects, vary no more than four pounds from the weight specified for the car, and have been treated for stem-end rot.

A two-day school for the instruction of loading inspectors was held June 11 and 12, with more than sixty applicants in attendance. The first day was devoted to a study of the rules and regulations governing the loading and grading of melons, adopted by the association in 1921. The second day was given to a review of the study, a discussion of the experience of inspectors, and an examination of the applicants in order to be sure that the Sowega inspectors were well informed and qualified to render efficient service.

MICHIGAN FRUIT GROWERS ESTABLISH THEIR OWN EXCHANGE

Organization of a State fruit exchange in Michigan was completed on June 26 when delegates from 25 local shipping associations ratified the by-laws and articles of association of the Michigan Fruit Growers, Inc. Headquarters of the exchange are to be located at Benton Harbor, with a temporary office at Grand Rapids during the season for shipping winter apples. It is expected that the exchange will begin functioning in time to handle the summer apple crop, or at least in time for the grape season. Seven major purposes are outlined in the articles of association, as follows:

1. To develop an efficient and economical system of selling and distributing Michigan fruit.
2. To collect and disseminate information on crop and market conditions.
3. To investigate the demand for fruit and adjust claims on shipments.
4. To establish uniform grades and standards for Michigan fruit.
5. To strive to increase consumption of Michigan fruit by judicious and scientific advertising.
6. To assist in establishing cold storage warehouses and more packing plants.
7. To foster ways and means for the utilization through by-products of waste and surplus fruit.

James Nicol, of South Haven, is president of the company, and F. L. Bradford, of St. Joseph, is to be manager.

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WHEAT GROWERS GRANTED HUGE CREDIT FOR HANDLING CROP

Announcement is made by the Oklahoma Wheat Growers' Association, Enid, Okla., that it has been granted a credit of \$4,000,000 in the Federal Intermediate Credit Bank, Wichita, Kan., to be used in financing the 1923 wheat pool. Other facilities for credit and loans at a low rate of interest have been arranged for at Dallas, Fort Worth, New Orleans, Galveston, and a number of eastern cities.

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COCOPOLIS CO-OP TO BE HELD IN SEPTEMBER

A meeting of the executive board of the Northern States Cooperative League was held in Duluth, May 5, to complete plans for the cooperative school to be held in Minneapolis in September. Instructors were assigned and it was decided that the bookkeeping system to be taught would be the one now used by the Central Exchange at Superior, Wis.

TENNESSEE COTTON GROWERS OPENED FOR BUSINESS IN JUNE

On June 4, 1923, the Tennessee Cotton Growers' Association began its legal existence, being incorporated on that date. The association is a noncapital stock, nonprofit association, formed under the Tennessee cooperative law of 1923, with Memphis as its legal and business headquarters. It begins business with 6,000 members, representing 70,000 bales of cotton.

The president of the association, A. E. Markham, of Tiptonville, is reported to be one of the largest cotton growers in the country, averaging about 10,000 acres annually. Robert S. Fletcher, Jr., of Jackson, who served as secretary of the organization committee, is secretary-treasurer. Among the eleven directors of the organization are Judge T. E. Hord, Murfreesboro, and Dr. Tait Butler, editor of the Mississippi Valley edition of the *Progressive Farmer*.

The marketing contract provides that the grower shall sell and the association shall buy the cotton produced during the years 1923-1927. The association agrees to class the cotton, to mingle cotton of like variety, grade and staple, and to resell at best prices obtainable, returning to the grower the net amount after the deduction of expenses connected with the handling, grading and marketing, and reserves not exceeding one per cent of the gross resale price. As the association gets title to the cotton delivered, it can pledge the same as security for commercial paper. Authority is given to unite with similar associations to create terminal or other facilities. Liquidated damages for breach of contract are placed at five cents a pound.

Cotton growers who are members of the Tennessee Farm Bureau are expected to sign an order directing the deduction of \$10 annually from cotton proceeds for the years 1923-1927 for the payment of membership fees in the county farm bureau, the Tennessee Farm Bureau Federation, and in payment for a subscription to the *Tennessee Farm Bureau News*. Growers who are not members of the farm bureau are required to pay a membership fee of \$10 which goes to the Tennessee Farm Bureau Federation, as part payment for organization work.

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ARKANSAS ASSOCIATION WILL MARKET COTTON FOR THREE STATES

Announcement is made that plans have been completed for the Arkansas Cotton Growers' Cooperative Association, Little Rock, Ark., to handle all the cotton of the two newly organized associations, the Tennessee Cotton Growers' Association, and the Missouri Cotton Growers' Cooperative Association. According to the plan the Arkansas association will finance the two new associations, will attend to their office work and all other activities except their field service work. This will give the new associations the services of experienced sales and office forces, and it is believed that the arrangement will result in savings for the three associations, as the increased volume of business will bring a corresponding decrease in the overhead expense per bale.

A MILLION FARMERS IN COMMODITY MARKETING ASSOCIATIONS

On June 1 of this year about half a million farmers held membership in the State- or region-wide commodity marketing associations handling tobacco, cotton and wheat. The five big tobacco associations reported a total membership of 240,000, nine of the thirteen cotton associations reported over 130,000 members, and seven State wheat-marketing associations reported a total membership in excess of 33,000.

If to the half million mentioned above were added the number of producers in other commodity associations, as, for example, those handling milk, citrus fruits, cranberries, rice, potatoes, etc., the grand total would be in the neighborhood of one million.

The names of the tobacco, cotton and wheat associations giving information regarding membership as of June 1, and the number of members on that date, are as follows:

| | Number of Members June 1, 1923 |
|---|-----------------------------------|
| <u>Tobacco Associations</u> | |
| Tobacco Growers' Cooperative Association | 90,226 |
| Burley Tobacco Growers' Cooperative Association | 85,042 |
| Dark Tobacco Growers' Association | 58,000 |
| Northern Wisconsin Cooperative Tobacco Pool | 6,672 |
| Connecticut Valley Tobacco Association | 3,389 |
| <u>Cotton Associations</u> | |
| Oklahoma Cotton Growers' Association | 40,531 |
| North Carolina Cotton Growers' Cooperative Association | 30,733 |
| Georgia Cotton Growers' Cooperative Association | 26,282 |
| Mississippi Farm Bureau Cotton Association | 13,923 |
| Arkansas Cotton Growers' Association | 6,607 |
| Tennessee Cotton Growers' Association | 6,000 |
| Louisiana Farm Bureau Cotton Growers' Cooperative Assn. | 4,927 |
| Staple Cotton Cooperative Association (Miss.) | 2,470 |
| Arizona Pima Cotton Growers | 853 |
| <u>Wheat Associations</u> | |
| North Dakota Wheat Growers' Association | 9,230 |
| Oklahoma Wheat Growers' Association | 8,310 |
| Montana Wheat Growers' Association | 5,500 |
| Idaho Wheat Growers' Association | 3,296 |
| Oregon Cooperative Grain Growers | 3,170 |
| Washington Wheat Growers' Association | 2,980 |
| Arizona Grain Growers | 227 |

Agricultural Cooperation, July 16, 1923.

A PARTIAL LIST OF COOPERATIVE ASSOCIATIONS COMPILED

Copies of a partial list of "Farmers' Business Organizations" may be had on request to the address given below. The list is mimeographed form and includes the names and addresses of about five thousand associations which had reported to the United States Department of Agriculture prior to April 1, 1923. The names have been grouped under twelve headings as follows:

1. Cotton and Cotton Products
2. Dairy Products
3. Forage Crops
4. Fruits
- 4 1/2. Fruits and Vegetables
5. Vegetables and Truck Crops
6. Grain and Dry Beans
7. Live Stock
8. Nuts
9. Poultry and Poultry Products
10. Tobacco
11. Wool and Mohair

The associations in each commodity group have been arranged according to States and post-offices. The list for each group is complete in itself and can be obtained separately. In addition to the name and address of each association, information is given as to the nature of the selling and buying activities.

Requests should be addressed to the Division of Agricultural Cooperation, Bureau of Agricultural Economics, U. S. Department of Agriculture, Washington, D. C., stating which sections are desired.

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BULLETIN ON LEGAL PHASES OF COOPERATION REVISED

A limited number of copies of the first revised edition of Department of Agriculture Bulletin, No. 1106, entitled "Legal Phases of Cooperative Associations," is available for free distribution among those interested in the agricultural cooperative movement as producers, operators, students or consumers. Requests should be addressed to the U. S. Department of Agriculture, Washington, D. C.

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MISSISSIPPI RIVER RICE GROWERS ORGANIZING

An intensive campaign for membership is being conducted by the officers of the Farm Bureau River Rice Growers' Cooperative Association, recently organized with headquarters at Baton Rouge, La. It is expected that 90% of the river rice producers will sign the marketing contract by July 15.